

## Message Text

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43

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 COME-00 TRSE-00 CIAE-00 INR-07

NSAE-00 RSC-01 EURE-00 /028 W  
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P R 161730Z JAN 75

FM AMEMBASSY BERLIN

TO SECSTATE WASHDC PRIORITY 0240

INFO AMEMBASSY BONN

USMISSION USBERLIN

C O N F I D E N T I A L BERLIN 5067

E.O. 11652: GDS

TAGS: PFOR, ETRD, BEXP, GE, US

SUBJECT: GDR CANCELS TRADE PROMOTION PLANS FOR U.S.

REF: BERLIN 5038

1. EMBASSY WAS INFORMED ON JANUARY 16 BY DOELLING OF GDR CHAMBER OF FOREIGN TRADE THAT LONG-PLANNED EAST GERMAN TRADE PROMOTION EVENTS NOW SCHEDULED FOR JUNE IN NEW YORK, CHICAGO AND LOS ANGELES (REFTEL) HAD BEEN CANCELLED. DOELLING PROVIDED NO REASONS FOR THIS UNEXPECTED CHANGE IN PLANS BUT INTIMATED THAT IT WAS CONNECTED WITH THE CANCELLATION OF BEIL'S PROJECTED VISIT TO THE U.S.

2. COMMENT. DOELLING WAS CLEARLY DISAPPOINTED THAT HIS OWN TRIP TO THE STATES WILL NOW NOT MATERIALIZE. ASIDE FROM THIS PERSONAL REACTION, WE FIND IT STRANGE THAT THE GDR'S TRADE PROMOTION PLANS, WHICH HAD CONTINUED TO GO FORWARD AFTER OUR FIRST NEGATIVE REACTION TO THE BEIL VISIT ON DECEMBER 4, SHOULD BE CANCELLED AT THIS LATE JUNCTURE. PERHAPS THE RECENT SOVIET DENUNCIATION OF THE US-SOVIET 1972 TRADE AGREEMENT AND A BELATED REALIZATION BY THE EAST GERMANS THAT THE NORMALIZATION OF COMMERCIAL RELATIONS WITH THE U.S. IS A LONG WAY OFF, LED TO AN EAST GERMAN DECISION TO CONCENTRATE THEIR TRADE PROMOTION EFFORTS IN THOSE MARKETS LIKELY TO YIELD THE GREATEST RESULTS IN THE SHORT TERM. EMBASSY OFFICER PLANS TO PROBE FOR GDR THINKING ON THIS MATTER WHEN HE PAYS BEIL A SCHEDULED COURTESY CALL ON JANUARY 21 AND HAS LUNCH WITH DOELLING ON JANUARY 17. COOPER

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 16 JAN 1975  
**Decaption Date:** 01 JAN 1960  
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**Disposition Approved on Date:**  
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**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1975BERLIN05067  
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**Document Unique ID:** 00  
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**Executive Order:** GS  
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**To:** STATE  
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